

Message Text

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USDOC FOR BIC/OIC/SAD AND BEWT/TPD AND TDAD

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E.O. 11652 N/A

TAGS: BEXP, UR

SUBJ: IOWA IOGA TRADE MISSION

1. SUMMARY: MOSCOW LEG OF IOWA TRADE MISSION REGARDED AS USEFUL INTRODUCTION TO SIVET MARKET BY ALL MISSION MEMBERS. NO CONTRACTS CONCLUDED DURING VISIT, BUT OVER \$3 MILLION SALES PROJECTED FOR NEXT 12 MONTHS. END SUMMARY.

2. ALL EIGHT MEMBERS IOWA TRADE MISSION EXPRESSED SATISFACTION WITH MOSCOW PROGRAM (SEPTEMBER 25-28), WHICH WAS ORGANIZED JOINTLY BY COMMERCIAL OFFICE AND US-USSR TRADE AND ECONOMIC COUNCIL. DESPITE DIFFICULTY IN OBTAINING EARLY SUPPORT FROM SOVIET CHAMBER OF COMMERCE AND INDUSTRY WHICH SERVED AS OFFICIAL SPONSOR, USEFUL PROGRAM WAS PUT TOGETHER AND SOVIET COOPERATION MATERIALIZED WHEN NEEDED.

3. TRADE MISSION BRIEFED AT COMMERCIAL OFFICE SEPTEMBER 25 A.M. BY CHARGE, ECON:COMM COUNSELOR, DIRECTOR USCOMOFF, AND AGATTACHE. BRIEFING ALSO GIVEN BY COUNCIL SEPTEMBER 26.

4. PRODUCT PRESENTATION/LUCHEON ARRANGED BY COMMERCIAL
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OFFICE ON SEPTEMBER 25 WAS WELL-ATTENDED, WITH OVER 40

SOVIETS PRESENT FROM FOLLOWING ORGANIZATIONS: MIN AGRICULTURE, MIN OF MACHINE BUILDNG FOR ANIMAL HUSBANDRY AND FODDER PRODUCTION, MIN RURAL CONSTRUCTION, MIN PROCUREMENT, MIN FOREIGN TRADE, MIN CONSTRUCTION MATERIALS INDUSTRY, MIN LAND RECLAMATION AND WATER RESOURCES, STAE COMMITTEE FOR CONSTRUCTION (GOSSTROY), SOYUZSELKHOZTECHNIKA, AND FTO'S TECHMASHIMPORT, TECHNOPROMIMPORT AND TRACTOREXPORT.

5. GROUP APPOINTMENTS TOOK PLACE AT MIN FOREIGN TRADE, MINAG, MIN MACHINE BUILDING FOR ANIMAL HUSBANDRY AND FODDER PRODUCTION (WITH MINISTER BELIAK HIMSELF RECEIVING MISSION MEMBERS), GOSSTROY, MIN CONSTRUCTION MATERIALS INDUSTRY, AND FTO TRACTOREXPORT. INDIVIDUAL CALLS ALSO MADE AT MIN TRANSPORT CONSTRUCTION.

6. MISSIONMEMBERS ALSO VERY PLEASED WITH VISIT TO STATE DAIRY FARM OUTSIDE MOSCOW (YAMSKOY SOVKHOZ, DOMODEDOVO) SEPTEMBER 28.

7. ALTHOUGH NO CONTRACTS SIGNED DURING VISIT, \$3.11 MILLION SALES PROJECTED FOR COMING YEAR. SEVERAL MEMBERS EXPECT LONG-TERM BUSINESS TO DEVELOP WITH SOVIETS. MISSION DIRECTOR ARBUCKLE WILL PROVIDE USDOC WITH COMPLETED PARTICIPANT REPORTS.
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